

Elias Campos

Value Engineering Category Lead

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📍 Columbus, OH 43215

STRENGTHS

- 👥 **Cross Functional Leadership**
Connected Procurement, Product Development, Manufacturing, Finance, Operations, and Brand teams around practical decisions.
- 🧠 **Commercial Judgment**
Negotiated supplier and specification changes with quality and continuity in view. Colleagues valued balanced recommendations.
- 📊 **Financial Modeling**
Turned formulation, freight, conversion, inventory, and capital inputs into clear business cases for leaders.
- ⚙️ **Operational Problem Solving**
Used plant constraints and supplier facts to shape workable sourcing options. That kept analysis close to reality.
- 🗣️ **Quiet Stakeholder Influence**
Shared risks and tradeoffs plainly, helping groups reach decisions without losing product or brand standards.

SKILLS

Value Engineering Procurement

Strategic Sourcing

COGS Reduction

Commercial Negotiations

Financial Modeling

Business Case Development

Project Management

Manufacturing Optimization

Ingredient Sourcing

Supply Chain Optimization

Supplier Management

SUMMARY

Value engineering and **procurement** leader with 9 years of experience across **consumer packaged goods** and **formulation driven manufacturing**. Leads cost of goods reduction, strategic sourcing, commercial negotiations, manufacturing optimization, and **business case development** while protecting product quality, regulatory requirements, consumer expectations, and brand standards. Builds financial models and value engineering roadmaps that connect supplier economics, formulation performance, production feasibility, freight, inventory, and capital implications. Coordinates Procurement, Product Development, Manufacturing, Finance, Operations, Quality, and Brand stakeholders through assessment, testing, decision making, and implementation. Career growth reflects broader ownership, from sourcing analysis and supplier qualification through category leadership and enterprise value programs. Brings clear communication, practical judgment, and steady stakeholder influence to complex initiatives, helping organizations achieve sustainable savings without weakening supply resilience or product integrity.

EXPERIENCE

Senior Manager, Value Engineering

Bluegrass Consumer Brands 📅 May 2023 - Present 📍 Columbus, Ohio

Leads **value engineering** across beverage and packaged products, guiding cross functional teams through financial analysis, technical trials, regulatory review, quality validation, commercialization, and senior decision making. Owns multi year COGS plans that balance savings, formulation performance, operational feasibility, supply continuity, and **brand standards**.

- Integrated Procurement, R&D, **manufacturing**, Finance, **Operations**, and Brand inputs into COGS plans
- Built financial models comparing formulation, packaging, supplier, freight, conversion, and capital implications
- Directed ingredient and packaging redesigns through technical trials, regulatory review, and quality validation
- Negotiated specification alternatives that preserved product performance and manufacturing continuity across multiple sites
- Created multi year value roadmaps sequencing quick wins, plant changes, and supplier development opportunities
- Presented project economics, risks, tradeoffs, and implementation status to senior business leaders

Category Manager, Strategic Sourcing

Riverbend Foods Group 📅 January 2020 - April 2023 📍 Cincinnati, Ohio

Managed **strategic sourcing** for formulation ingredients and packaging across a multi site food and beverage network. Progressed from category analysis into broader commercial leadership, connecting supplier capability, commodity drivers, plant constraints, demand, landed cost, and transition risk within executive decisions.

- Managed ingredient and packaging categories supporting a multi site **food and beverage** network
- Built category strategies from spend analysis, supplier capability, commodity drivers, and demand forecasts
- Led competitive sourcing and negotiations covering price, service, quality, capacity, and continuity
- Qualified alternate materials with **Product Development** and plants through controlled trials and specification reviews
- Developed supplier change cases using landed **cost**, inventory, transition expense, and operational **risk**
- Maintained executive reporting for savings pipelines, sourcing decisions, supplier risks, and implementation dependencies

Consumer Packaged Goods

Spanish Proficient

A donut chart with a central circle. The text "9.1" is prominently displayed in the center, with "YEARS" written below it. The donut chart is divided into four segments of varying shades of gray, representing a distribution of data. The central circle is a light gray color.

- Sourcing Analyst at Midwest Home & Personal Care (1 Years)

Coursework: Strategic sourcing, procurement analytics, operations management, supply chain finance

CERTIFICATIONS

- Certified Professional in Supply Management 📅 2021
- Lean Six Sigma Green Belt 📅 2020

TECHNICAL SKILLS

- **Value Engineering:** COGS reduction, cost optimization, value roadmaps
- **Procurement Systems:** Strategic sourcing, category management, spend analysis
- **Financial Analysis:** Financial modeling, business cases, landed cost
- **Commercial Management:** Supplier negotiations, pricing, contract renewals
- **Manufacturing Operations:** Process analysis, conversion cost, plant constraints
- **Ingredient Sourcing:** Formulation inputs, alternate materials, supplier qualification
- **Packaging Sourcing:** Packaging redesign, specifications, material trials
- **Supply Chain Planning:** Network optimization, demand forecasts, supply continuity
- **Quality and Compliance:** Regulatory review, quality validation, corrective actions
- **Project Delivery:** Project management, testing, implementation gates
- **Stakeholder Management:** Cross functional leadership, executive reporting, risk communication
- **Continuous Improvement:** Lean Six Sigma, process improvement, root cause analysis

PROFESSIONAL AFFILIATIONS

- Procurement Development Network, Mentor, 2023 to Present.
- Manufacturing Value Analysis Forum, Peer Roundtable Member, 2022 to Present.

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST